

## PROGRAM DESCRIPTION

### SABIT HEALTHCARE MANAGEMENT TRAINING



World Services of La Crosse, Inc. will coordinate with the U.S. Department of Commerce, Special American Business Internship Training Program (SABIT) to provide two training exchange programs for a group of 20 healthcare leaders from Eurasia. Applicants for the program must be in a healthcare management or leadership position, or in a related position which can influence the further development of healthcare management in Eurasia (i.e., Health Ministry, University faculty, etc.).

The U.S. Department of Commerce's Special American Business Internship Training (SABIT) program has established this program to train up to 40 individuals from Eurasia. SABIT has successfully trained over 2500 executives and scientists from the NIS providing trainees with the opportunity to become familiar with a U.S. industry sector and its regulations, establish valuable business relationships, learn about innovative technologies, equipment, and services, and come to understand market-based business concepts.

Managers and executives working in health care or related fields are welcome to apply. The program will be four weeks in length, and will include five days of training in business and financial plan development, and hospital management. The program will also include comprehensive site visits including a visit to an industry trade fair, and training at private sector and university facilities.

#### **Program #1: 13 March – 10 April, 2004**

Applicants for **Program #1** will be recruited from the western NIS:

- Belarus
- Ukraine
- Georgia
- Armenia
- Azerbaijan
- Moldova

#### **Program #2: 22 May – 19 June, 2004**

Applicants for **Program #2** will be recruited from central Asia:

- Turkmenistan
- Uzbekistan
- Kazakhstan
- Tajikistan
- Kyrgyzstan

The study tour will begin with an orientation to U.S. government and its role in the U.S. health care system, as well as a tour of select points of interest in Washington, D.C., the nation's capital. Professional sessions will be offered in three additional communities in the United States, offering candidates an opportunity to see a variety of locations and to

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observe and discuss issues of mutual interest with professionals working in several health care systems. Professional programming will be adjusted as feasible to reflect specific areas of interest to selected candidates, but will include at a minimum:

1. A two day seminar on hospital and project management
2. A seminar on grant writing and/or fund raising
3. Site visits to US hospitals, clinics and businesses involved in health care delivery
4. A review of the management, administration and organization of US companies and non-profits operating in the healthcare industry
5. An overview of the US healthcare industry, including future trends and challenges facing the industry
6. A roundtable with US healthcare professionals and managers to discuss case studies which highlight challenges and issues facing the members and how they dealt with the topics
7. Meetings with state and federal legislative representatives, bodies or committees and /or regulatory agencies to discuss how they interact with relevant healthcare industries and healthcare providers
8. A meeting with relevant US health care professional associations
9. Interactive learning such as role play, group projects, case studies and presentations

Topics to be included in training:

- Structure of Hospital Management

  - Control of technological material reserves (Materials Management)

  - Personnel and salary issues

  - Education and Training of Personnel

- Relations between hospitals, private companies and government

- Laws governing relationships between doctor and patient

- Financial distribution and laws, regulation of financial distributions

  - Developing business plans

  - Budget controls and management of them

  - Accounting statements/Management reports

- Medical Services

  - Outpatient and Inpatient Services

  - Rehabilitation

  - Telemedicine services

  - Emergency Medical Services

  - High-tech medical equipment and technology

- Medical Insurance

  - Relations between hospitals and insurance companies

  - Structure of insurance companies

- Construction and Repair

  - Replacement equipment

  - Energy efficiency equipment

  - Equipment liquidation